WORK PLAN VOUCHER REQUEST
2nd Half - 1996

USE ONE VOUCHER FORM FOR EACH PROMOTION (Please Print or Type in EXCEL)

ivision: 1240 Date: 12/24/96

JR Personnel: L. T. Wolfe Signature: L. T. Wolfe

obber Name: A. Trenk Signature: X OK mgm

ccount #: 193350 Check Mailed To: [ ] Division Office [✓] Jobber

* * * * D P C * * * *

romotion:	Rate		Units		Payment	Qty	Comments
AM NY .20DPC VP	0.20	X		=			Camel 4 Carton DPC Displays
OR NY .25DPC VP	0.25	X		=			Doral 4 Carton DPC Displays
AL NY .20DPC VP	0.20	X	360	=	72.00	9	Salem 4 Carton DPC Displays
IN NY .20DPC VP	0.20	X		=			Winston 4 Carton DPC Displays
AM .20VPR (2 CTN)	0.20	X		=			Camel 2 Carton DPC Displays
OR .25VPR (2 CTN)	0.25	X		=			Doral 2 Carton DPC Displays
AL .20VPR (2 CTN)	0.20	X		=			Salem 2 Carton DPC Displays
IN .20VPR (2 CTN)	0.20	X		=			Winston 2 Carton DPC Displays
		X		=			
			TOTAL				

* * * * V A P * * * *

isplay Assembly	Rate		Units		Payment	Comments
ly Camel T Shirt	28.00	X		=		___ July Camel T Shirt Displays
ug Doral Match Tin	28.00	X		=		___ Aug Doral Match Tin Displays
p Doral B2G1F	28.00	X		=		___ Sep Doral B2G1F Displays
ct Salem B2G2F	28.00	X		=		___ Oct Salem B2G2F Displays
ov Camel B2GF Lighter	28.00	X		=		___ Nov Camel B2GF Lighter Displays
ec Doral B2G1F	29.00	X		=		___ Dec Doral B2G1F Displays
PC Display Assembly	28.00	X	.6	=	16.80	DPC Display Assembly
Pre Book(Black line & Sticker)	28.00	X		=		___ Cartons for Black line & Sticker
			TOTAL			

* * * * Temporary Payment System * * * *

omotion:	Rate		Units		Payment	Comments
96 RAC DISC	1.00	X		=		S 96 RAC DISC
96 RAC DISC	1.00	X		=		W 96 RAC DISC
S 96 RAC DISC	1.00	X		=		WS 96 RAC DISC
96 RAC DISC	1.00	X		=		C 96 RAC DISC
		X		=		
			TOTAL			

51847 6048

VOUCHER.XLS

Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

FAX

R. J. Reynolds Tobacco Co.
400 Raritan Center Parkway
Edison, N.J. 08837

Date 12/2/96

Number of pages including cover sheet 4

To: A. Trenk
Paul Trenk

Phone
Fax Phone 201-435-2557
CC: Sean Cleerdin
Mike McHugh

From:
Lanny Wolfe

Phone 908-225-4774
Fax Phone 908-417-9076
Voice Mail 800-757-8255
Ext.48795

REMARKS:

☐ Urgent ☒ For your review ☐ Reply ASAP ☐ Please comment

Enclosed is the information you will need to work the December DPC promotion. Please pack each display with 2 cartons of SALEM King and 2 cartons of SALEM Lights all black lined and stickered 20¢ off and add to normal order for each account on the attached DPC list - week of December 9.

If you have any questions, please let me know.

Thanks,

Lanny

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Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

R. J. Reynolds Tobacco Company
DECEMBER '96 DPC PROMOTION

Account: **A. TRENK #193350**

Brand Promotion		Salem .20 off 4 carton display	

Display Packing		2 ctns Salem K 2 ctns Salem LTs
Allocation (cs)		1 Salem K(12M) 1 Salem LtK(12M)
Displays		9
Date Product Recvd		12/9/96
Display Assembly		Immediately
Displays Shipped to Retail - procedures required to receive .08 per ctn Category II payment:	Send a **display and introductory letter** automatically to accounts on attached list beginning 12/9/96	Please cross out any account that refuses promotion and return list to RJR
You will be credited with the following estimated December monthly Category II payment if all displays are sent to accounts on attached list by December 20, 1996		$435.00*
Packing and shipping payment if packing is completed within 2 weeks		28.00 per 12M case of Live product

*Must make July-Dec. RJR share of market or Savings share of category goal to collect this $

Note:
① Send 1 display to each account on attached DPC list.
② Voice mail 800-757-8255 mail box #48795 to request payment before sending out displays.

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Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

R J Reynolds
Tobacco Company

L. T. Wolfe #1240
Account Manager
400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-4774 Fax 908-417-9076
Voice Mail 800-757-8255, Ext.48795

To: Retail Stores Signed up to participate in RJR Promotions

Dear Retailer:

You have signed up to participate in our monthly RJR cigarette promotions. Each month you will receive a 4 carton display of Winston or Salem with each pack discounted.

The first monthly promotion is a Salem .20 off 4 carton display. You are being invoiced $2.00 less per carton and each pack is marked .20 off so you can sell the product to your customers at.20 less per pack.

If you wish to continue to receive these monthly promotions do nothing. If you do not wish to receive future promotions please call the above toll free #.

We appreciate your business.

Lanny Wolfe

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Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

December DCP Display. Please send a Salem .20 off 4 carton display, 2 Ks and 2 Lts ($2.00 off invoice) and the introductory letter to each account on the attached list.

ACCT	FULL NAME	ADDR1	CITY	PHONE NO	DPC WHLSR NAME	# Displays	Accepted
587788	BUY & SAVE 2 LIQUOR	32 COLES ST	JERSEY CITY	201 798 3009	A TRENK & SON	1	
876949	DANFORTH DELI	192 DANFORTH AVE	JERSEY CITY	201 333 1663	A TRENK & SON	1	
579871	EMILIOS	169 OCEAN AVE	JERSEY CITY	201 935 7747	A TRENK & SON	1	
275615	GREENVILLE LIQ &DELI	101 OCEAN AVE	JERSEY CITY	201 434 2207	A TRENK & SON	1	
276575	GREGORY PARK SHOP	280 HENDERSON ST	JERSEY CITY	201 432 0746	A TRENK & SON	1	
582542	IMPERIAL DELI	438 CENTRAL AVE	JERSEY CITY	201 216 0426	A TRENK & SON	1	
583032	JARITZA SUPERMARKET	1085 SUMMIT AVENUE	JERSEY CITY	000 000 0000	A TRENK & SON	1	
586798	KAREN MARKET	1201 SUMMIT AVENUE	JERSEY CITY	201 653 2436	A TRENK & SON	1	
653726	TERRY'S GOURMET	270 272 GROVE STREET	JERSEY CITY	201 333 0045	A TRENK & SON	1	
						9	

Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

MAILFILE

3 December 1996

R . J. REYNOLDS TOBACCO COMPANY

Winston-Salem, N.C. 27102
(910)741-5000

RJR

TO: L T WOLFE
3 COPPERMINE VLG
FLEMINGTON NJ 08822

FROM: RJ REYNOLDS TOBACCO COMPANY
401 NORTH MAIN STREET
WINSTON-SALEM, NC 27102

THE FOLLOWING ITEMS HAVE BEEN SHIPPED TO: A TRENK & SON 1221XX
SIS ACCOUNT NUMBER 648590
465 WESTSIDE AVE.
JERSEY CITY NJ 07304
FROM WINSTON-SALEM NC BY UNITED PARCEL SERVIC BILL LADING NUMBER 0
ON 12/03/96:

ORDERED	SHIPPED	BACKORDER	ITEM NO.	ITEM DESCRIPTION
1	1		464330	LG STARBURST (W/O TAPE)

YOUR PARTIAL SHIPMENT IS ESTIMATED TO ARRIVE ON 12/06/96.
REFERENCE ORDER NUMBER 6331-0465 ON ANY INQUIRIES ABOUT THIS SHIPMENT
WHICH WAS ENTERED 11/26/96.

THE REMAINDER OF YOUR ORDER WILL ARRIVE FROM
ADVANCE, NC

51847 6053

Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

MAILFILE

3 December 1996

R . J. REYNOLDS TOBACCO COMPANY

Winston-Salem, N.C. 27102
(910)741-5000

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TO: L T WOLFE
3 COPPERMINE VLG
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WINSTON-SALEM, NC 27102

THE FOLLOWING ITEMS HAVE BEEN SHIPPED TO: A TRENK & SON 1221XX
SIS ACCOUNT NUMBER 648590
465 WESTSIDE AVE.
JERSEY CITY NJ 07304
FROM ADVANCE NC BY UNITED PARCEL SERVIC BILL LADING NUMBER 0
ON 12/03/96:

ORDERED	SHIPPED	BACKORDER	ITEM NO.	ITEM DESCRIPTION
1	1		347701	TEMP 40-PACK VAP SHIP DISPLAY

YOUR PARTIAL SHIPMENT IS ESTIMATED TO ARRIVE ON 12/06/96.
REFERENCE ORDER NUMBER 6331-0465 ON ANY INQUIRIES ABOUT THIS SHIPMENT
WHICH WAS ENTERED 11/26/96.

THE REMAINDER OF YOUR ORDER WILL ARRIVE FROM
WINSTON-SALEM, NC

51847 6054

Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000

R.J. Reynolds Tobacco Company
P.O. Box 2959, Winston-Salem, N.C. 27102
Phone (800) 862-4338
For Manufacturer's UPC No., Refer to Price List

SALES COPY
INVOICE

ACCOUNT NO.	INVOICE DATE	INVOICE NO	MAIL
6485900	12/09/96	344-0226	10-08

WAREHOUSE	CARRIER
065 PITMAN	

BILLING ADDRESS
A. TRENK INC.
465 WESTSIDE AVENUE
JERSEY CITY NJ 07304

SOLD TO/ SHIP TO
A. TRENK INC.
465 WESTSIDE AVENUE
JERSEY CITY NJ 07304

SPECIAL INSTRUCTIONS: 000950 - SPECIAL PROMOTION

PRINT DATE	SHIP DATE	B/L NUMBER	PURCHASE ORDER OR CONTRACT NO	MODE	ORDER SOURCE	ORDER DATE	DIVISION	COPIES	OPERATOR
12/05	12/09	344-0226		MAIL	SALES	11/26	1221	****	WGCCU

QUANTITY	ITEM NO.	SIZE/CTNS	ITEM NAME	CIGT QUANTITY	ITEM PRICE	BILLING AMOUNT
1	12012	12M 60	SALEM	12,000	713.4000	713.40
1	12412	12M 60	SALEM LIGHT	12,000	713.4000	713.40
			DISCOUNTABLE GROSS			1,426.80
			STD TERMS DISCOUNT OF 3.25%			46.37-
			EFT DISCOUNTABLE AMT			1,380.43
			EFT TERMS DISCOUNT OF 1.40%			19.33-

TOTAL QUANTITY	SHIP WEIGHT	THOUSAND CIGT
2	66	24
		20'S 24

TERMS Credit Terms Start on Invoice/Sched. Delivery Date
PAYMENT BY EFT
OTHERWISE PAST DUE

DUE 12/09

TERMS DISCOUNT(S)	INVOICE AMOUNT
65.70-	1,361.10
	1,426.80

*** E F T INVOICE *** WILL DRAFT ON 12/09

01-0002-014 -6485900-A1EA00XA14E

10000008

RJRT Form 1009

51847 6055

Source: https://www.industrydocuments.ucsf.edu/docs/yrhy0000